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Corporate Capabilities Modular Space Solutions for the Federal Government

Williams Scotsman provides high quality, cost effective mobile and modular space solutions throughout North America, with operations in United States, Mexico, and Canada. Key factors validating the company's ability to carry out the requirements of government mobile and modular space contracts are:

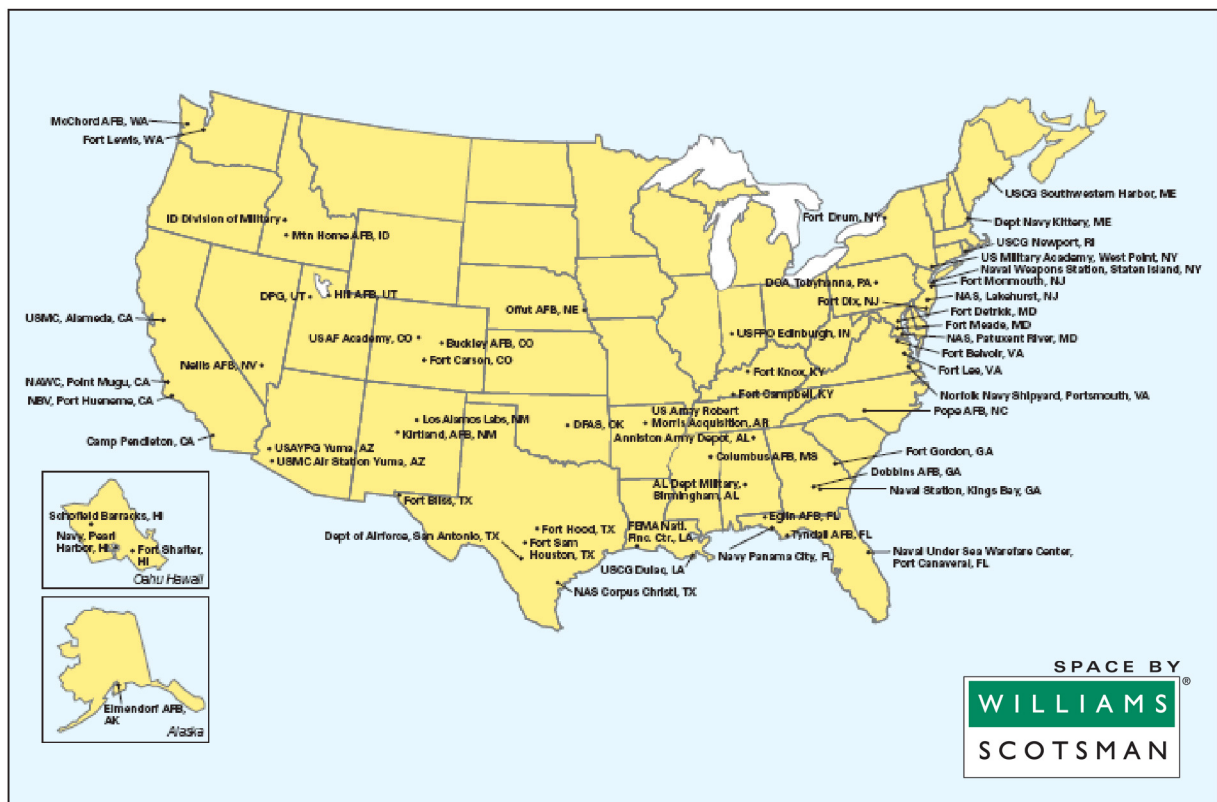
Market Leadership As one of the largest providers of modular space solutions in North America, Williams Scotsman brand has strong market awareness. We are one of the only industry participants with an extensive, nationwide branch network; with breadth and depth of fleet at the local level; and with the technical expertise and operational capabilities to provide a full range of solutions including mobile offices, modular classrooms, storage containers, and larger permanent modular structures. The people and resources that make Williams Scotsman successful in commercial markets are the same ones which enable the company to successfully complete, on-time and on-budget, government mobile and modular space initiatives.

Proven Experience

- Founded more than 50 years ago, Williams Scotsman has an experienced, proven management team.
- Our branch operations are led by an executive vice president and eight vice presidents, who collectively average 21 years of industry experience and 11 years with our company.

Extensive Experience with DOD Modular Projects Williams Scotsman understands what it takes to be a successful contractor with the Department of Defense. Over the past several years, the company has delivered more than 40 DOD modular projects for purchase or lease throughout the United States.

DOD Modular Projects





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Corporate Capabilities

Modular Space Solutions for the Federal Government

Effective Fleet Management The company operates a fleet of more than 105,000 mobile offices, classrooms, and storage units. Our proprietary management information systems and fleet management initiatives allow us to:

- Actively manage our lease fleet
- Maximize customer satisfaction
- Optimize fleet utilization
- Provide our local branches comprehensive real time fleet information (i.e. - availability, condition, etc.)

Extensive Customer Service Focus At Williams Scotsman, our focus is on customer service. We employ a philosophy of local service and offer a full range of capabilities:

- Full-service sales and support staff at the local level
- Subcontractor network
- Delivery, modular set-up, and ongoing equipment
- Servicing capability across the North America
- Can accommodate special financing and invoice options

GSA Contract #GS-07F-0257M For Modular Buildings Williams Scotsman was awarded a GSA Multiple Award Schedule for Pre-engineered and Prefabricated Buildings and Structures again validating the company's commitment to federal customers. The government space solutions available for purchase or lease on our GSA Schedule are:

- Modular offices
- Cargo trailers
- Toilet trailers & shower lockers
- Guard houses

Data Universal DUNS Number & Central Contractor Registration Williams Scotsman is registered large business in Dun & Bradstreet and Central Contractor Registration (CCR) Database:

- Corporate DUNS Number: 003100542
- Cage Code: 6H793
- 75+ branches have a unique DUNS number and cage code

Small Business Participation We also has several strategic partnerships with local 8(a), HUBZONE, and SDVO small businesses:

- 75% of the building site contracts go to small businesses when Williams Scotsman is the Prime Contractor
- 100% 8(a) small business credit goes to federal agencies when a local small business is the Prime Contractor and Williams Scotsman is the sub-contractor providing products and services